

## **SBAExpress Lending Program – For Lenders Only**

The North Florida District Office is offering training on *SBAExpress*, the fastest growing program for SBA nation-wide and in North Florida. By fiscal year end, September 30<sup>th</sup>, *SBAExpress* accounted for 44% of loan guarantees in the North Florida District Office. So far in Fiscal Year 2004, *SBAExpress* is accounting for over 50% of SBA's loan guarantees.

**Where:** 7825 Baymeadows Way, Suite 100B, Jacksonville, FL

**When:** Wednesday, June 30<sup>th</sup> - 9:30 am to 11:30 am

### **Lenders like the program because:**

- Fast turn around - answer in 36 hours
- Lenders use their own documents...Except for a fact sheet to update SBA's computers; the lender uses all their own documents including their own note, their own security agreements and their own mortgages etc.
- It's the lender's credit decision...SBA does not review the credit decision of the lender.
- The loans covered by the guaranty can revolve...up to seven years
- The guaranty is for 50%...instead of the 75 to 85% under the normal 7(a) program
- Interest rates can be higher...SBA knows that interest rates are determined by the market but interest is allowed to go higher than the 2 ¼ and 2 ¾ over prime that is normally allowed
- Lenders need to be pre-approved for participation in the program...that is a 45 to 60 day process.

**Register on line at: <http://www.sba.gov/fl/north>**

**Or by calling: 904-443-1906**

# Loan Reports For North Florida as of May 31, 2004

## *Top 10 7(a) Lenders by Number of Loans Made for FY 2004 As of May 31, 2004*

BANK OF AMERICA, NATIONAL ASSOCIATION	280	\$ 8,335,800.00
CAPITAL ONE, FEDERAL SAVINGS BANK	82	\$ 4,015,000.00
INNOVATIVE BANK	67	\$ 485,000.00
BANCO POPULAR NORTH AMERICA	52	\$ 11,418,800.00
CIT SMALL BUSINESS LENDING CORPORATION	45	\$ 20,555,600.00
FIRST COAST COMMUNITY BANK	23	\$ 7,324,800.00
WACHOVIA SBA LENDING, INC.	21	\$ 8,252,100.00
BANKFIRST	20	\$ 5,274,000.00
BUSINESS LOAN CENTER, LLC	15	\$ 7,830,600.00
CENTERBANK OF JACKSONVILLE, N.A.	13	\$ 1,535,000.00
COMERICA BANK	13	\$ 7,011,000.00

## *504 Lenders by Number of Loans Made for FY 2004 As of May 31, 2004*

Lender	No. of Loans	Dollars
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	43	\$18,082,000.00
JACKSONVILLE ECONOMIC DEVELOPMENT COMPANY, INC.	31	\$ 7,470,000.00
FLORIDA BUSINESS DEVELOPMENT CORPORATION	26	\$10,692,000.00
BUSINESS DEVELOPMENT CORPORATION OF NORTHEAST FLORIDA, INC.	12	\$ 5,469,000.00
ST. PETERSBURG CERTIFIED DEVELOPMENT CORPORATION	2	\$ 631,000.00
Total:	114	\$42,344,000.00

**North Florida District Office**  
**Loan Activity by County for FY 2004**  
*As of May 31, 2004*

County	Number of Loans	Dollar Amount
ALACHUA	25	\$ 3,222,000.00
BAKER	4	\$ 1,128,000.00
BAY	14	\$ 2,767,800.00
BRADFORD	2	\$ 222,400.00
CALHOUN	1	\$ 18,000.00
CITRUS	11	\$ 905,600.00
CLAY	19	\$ 4,235,800.00
COLUMBIA	8	\$ 1,876,500.00
DUVAL	153	\$ 25,519,440.00
ESCAMBIA	38	\$ 8,312,500.00
FLAGLER	19	\$ 1,146,200.00
FRANKLIN	1	\$ 15,000.00
GADSDEN	2	\$ 512,000.00
HAMILTON	1	\$ 140,000.00
HERNANDO	20	\$ 2,488,800.00
HOLMES	1	\$ 50,000.00
JACKSON	1	\$ 236,000.00
LAKE	29	\$ 4,667,900.00
LEON	29	\$ 6,191,000.00
LEVY	4	\$ 185,000.00
MARION	15	\$ 3,615,000.00
NASSAU	22	\$ 5,831,200.00
OKALOOSA	14	\$ 3,947,900.00
ORANGE	278	\$ 54,304,500.00
PUTNAM	5	\$ 695,000.00
SANTA ROSA	9	\$ 1,418,000.00
SEMINOLE	91	\$ 16,625,100.00
ST. JOHNS	35	\$ 7,622,000.00
SUMTER	4	\$ 1,396,000.00
SUWANNEE	4	\$ 363,000.00
TAYLOR	3	\$ 715,600.00
VOLUSIA	50	\$ 10,032,700.00
WAKULLA	1	\$ 5,000.00
WALTON	5	\$ 1,055,000.00
WASHINGTON	2	\$ 671,000.00
<b>TOTALS:</b>	<b>920.00</b>	<b>\$ 172,136,940.00</b>